

From: <david.smith@tde.alstom.com>
To: <jon-c@ipsc.com>
Date: 10/8/2003 2:15:48 PM
Subject: Re: Letter of Intent

Jon,

Thank you for your vote of confidence.

Regarding next week's meetings, I understand that you have spoken to Roger about this and already understand that we are coming prepared for two days but will try to fit everything into one day. Here are the things that I believe we need to cover: -

Spec. review and comments. We need to leave the meeting with a clear understanding of your requirements and a document that we have agreed as the basis for our contract. This, in and of itself could take the best part of a day to plod through but, I hope that you agree, does need to be done. It also serves to make sure that our people fully understand your wishes before the contract specific design work begins.

It will be necessary to revisit the installed drives to let our project people see the existing equipment and what will be necessary for the replacement. I expect that we will need a couple of hours for this.

A review of the I/O should be done in some detail so that we are clear about the interfaces. 1 hour?

Similarly we need to go over the schedule for the project. Again 1 hour?

Finally we should go through the list of submittal requirements, one by one to make sure that each will be addressed. Perhaps 1 more hour.

If we are lucky and get through the spec. say before lunch, we might just squeeze everything into one day. However, the above does not allow for anything you may want to cover in more detail (things like the cooler arrangements, harmonics, power factor, etc. must come up during our spec review) so I felt that we should provision for two days.

As you can see the above matters are of a technical rather than commercial nature. If any commercial issues need to be addressed I expect that Roger will be able to deal with these in a side meeting.

I look forward to seeing you next week.

Sincerely,

David M Smith

----- Forwarded by David SMITH/USPIT01/TDE/ALSTOM on
10/08/2003 03:40 PM -----

IP7_025667

Roger GRACE
10/07/2003 10:27 AM

To: Ron DORRIAN/DCU/DRC/ICG/GECALSTHOM@GA
cc: David SMITH/DCU/DRC/ICG/GECALSTHOM@GA, Gary SMITH/USPIT01/TDE/ALSTOM

Subject: Re: Letter of Intent

----- Forwarded by Roger GRACE/USPIT01/TDE/ALSTOM on
10/07/2003 10:27 AM -----

"Jon Christensen" <JON-C@ipsc.com> on 10/07/2003 12:41:17 PM

To: Roger GRACE/USPIT01/TDE/ALSTOM@GA
cc: "John Larsen" <john-l@ipsc.com>

Subject: Re: Letter of Intent

The purchase order will be for one drive assembly (two channels) for one Induced Draft Fan. There was some discussion about ordering two drive assemblies to take advantage of Alstom's proposal of reduced pricing if all of the drive units were ordered in 2004 but we will discuss other ordering options after the first unit is installed and tested.

I will be available on October 15 and 16 for the initial kickoff meeting. Please send me a list of items you feel we need to cover at this meeting. In addition, please prepare a preliminary schedule for completing this work.

I appreciate your efforts in the bid process and look forward to working with you on this project.

>>> <roger.grace@tde.alstom.com> 10/7/2003 7:19:23 AM >>>

John,
Thank you for this. We do appreciate your business and vote of confidence.
We are proceeding on this basis.

Could you please address the following immediate queries:

(1) Please confirm that the initial PO will be for Qty. 1 drive unit.
There was some discussion at the bid meeting that you may in fact order
Qty. 2 initially.

(2) We would like to have an initial engineering / kick off meeting next
week Wed and Thurs. October 15/16.
Could you please confirm that these dates are convenient, and that you
would have the appropriate people available.

Thank you.

Regards,
rg

Roger Grace

Alstom Power Conversion
General Drives

Tel: 604 948 2585
Fax: 604 948 2586
Cell: 604 805 2399
e mail: roger.grace@tde.alstom.com

"John Larsen" <john-l@ipsc.com> on 10/07/2003 09:12:53 AM

To: Gary SMITH/USPIT01/TDE/ALSTOM@GA, Roger
GRACE/USPIT01/TDE/ALSTOM@GA
cc: "Jon Christensen" <JON-C@ipsc.com>

Subject: Letter of Intent

Attached is our letter of intent for Alstom to proceed with the
project
defined by Specifications 45605. The Contract, which will be coming
your way shortly for signature, is 04-45605.

If there are questions please advise.

(See attached file: Letter of Intent - Alstom Power.tif)

CC: <roger.grace@tde.alstom.com>, <william.oleyar@tde.alstom.com>,
<john.bradley@tde.alstom.com>, <gary.smith@tde.alstom.com>

IP7_025669